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Message Text

UNCLASSIFIED

PAGE 01 LIMA 07846 261743Z

67
ACTION XMB-07

INFO OCT-01 ARA-16 ISO-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 SPC-03

CIEP-02 LAB-06 SIL-01 OMB-01 L-03 EUR-25 DRC-01 /122 W
---------- 088524
R 261634Z OCT 73
FM AMEMBASSY LIMA
TO SECSTATE WASHDC 7546

UNCLAS LIMA 7846

E.O. 11652: N/A
TAGS: BPRO, PE
SUBJECT: EXIMBANK LOAN APPLICATION FOR SALE TWO LEARJETS

1. EMBASSY APPROACHED BY LOCAL REPRESENTATIVE GATES LEARJET, WICHITA, KANSAS REGARDING POSSIBLE EXIM FINANCING FOR TWO LEARJETS TO PERUVIAN ENTITY TO BE USED FOR HIGH LEVEL AERIAL PHOTOGRAPHY. SALE VALUED WITH SPARE PARTS AT $3 MILLION. STIFF COMPETITION FROM BRITISH, GERMAN AND FRENCH MANUFACTURERS FOR THIS ORDER AS WELL AS FROM ROCKWELL CORPORATION IN U.S. EUROPEAN COMPETITORS REPORTEDLY OFFERING VERY LENIENT CREDIT TERMS OF UP TO 10 YEARS REPAYMENT.

ACCORDING TO LOCA REPRESENTATIVE GATES LEAR HAS DISCUSSED POSSIBLE LOAN DIRECTLY WITH EXIM BUT UNABLE OBTAIN DECISION.

2. ACTION REQUESTED: WOULD APPRECIATE INFORMATION REGARDING EXIM DECISION ON THIS LOAN APPLICATION. SALE OF LEARJETS WOULD BE FAVORABLE DEVELOPMENT IN ESTABLISHING GROWING COMMERCIAL MARKET THIS TYPE AIRCRAFT SINCE THERE IS STRONG POSSIBILITY THREE ADDITIONAL AIRCRAFT WOULD BE PURCHASED NEXT YEAR TO MEET GROWING DEMAND BY PETROLEUM COMPANIES FOR AERIAL PHOTOGRAPHY OF PETROLEUM EXPLORATION AREAS.
BELCHER

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Disposition Approved on Date:
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